

Message Text

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73

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 DOTE-00 /030 W

----- 114678

R 091530Z SEP 75

FM USINT BAGHDAD

TO USDOC WASHDC

INFO SECSTATE WASHDC 2345

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

AMEMBASSY BERN

AMEMBASSY PARIS

AMEMBASSY LONDON

UNCLAS USINT BAGHDAD 0947

E.O.11652: N/A

TAGS: BTIO, IZ

SUBJECT: U.S. FIRM IN STRONG CONTENTION FOR BAGHDAD RAPID TRANSIT
CONSULTANCY

1. PRESIDENT OF DE LEUW, CATHER, VP OF RALPH M. PARSONS, TWO
BEIRUT REPS OF DE LEUW, CATHER AND ONE VP FROM DE LEUW CATHER
IN CHICAGO CALLED AT USINT SEPTEMBER EIGHT TO SAY DE LEUW,
CATHER JOINT VENTURE WAS SOLE AMERICAN FIRM AMONG FOUR SELECTED
BY GOI MINISTRY OF TRANSPORT FOR SECOND ROUND OF DISCUSSIONS ON
BAGHDAD RAPID RAPID TRANSIT PTOJECT. BAGHDAD 788 (NOTAL) HAD
NOTED THAT 27 INTERNATIONAL FIRMS HAD SUBMITTED PROPOSALS.
OTHER THREE FIRMS REMAINING IN CONTENTION ARE ELECTROWATT
(SWITZERLAND), SOFRETU (FRANCE), MOTT, HAY AND ANDERSON (UK)

2. DE LEUW, CATHER TEAM CAME TO BAGHDAD IN RESPONSE TO MINISTRY
TELEGRAM WHICH US FIRM TOOK TO BE INVITATION TO BEGIN FINAL
NEGOTIATIONS. THIS WAS NOT RPT NOT CASE, HOWEVER AS CONSULTANCY
DESIGN CONTRACT NOT LIKELY BE AWARED BEFORE DECEMBER OR JANUARY
MINISTRY'S CHIEF ENGINEER, WHO CHAIRS COMMITTEE THAT WILL MAKE
AWARD, MET WITH ALL FOUR FIRMS AND APPARENTLY TOLD THEM THAT MAIN
PURPOSE OF PRESENT ROUNDS OF TALKS WAS TO SEEK CLARIFICATION ON
VARIOUS POINTS IN THE PROPOSALS.

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3. U.S. FIRM BELIEVES THEY HAVE GOOD CHANCE TO WIN BID, THOUGH

THEY HAVE BEEN TOLD THAT THEIR COST ESTIMATES ARE FAR OUT OF
LINE WITH FOREIGN OPPOSITION. HAVE REQUESTED FIRM SUPPORT
FROM USG INAS MUCH AS THEY ARE SOLE REMAINING US FIRM IN CONTENTION.
KILLOUGH

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Disposition Event:
Disposition History: n/a
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